

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 326th  
MEETING OF THE BOARD OF COMMISSIONERS March 26, 2009**

**A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on March 26, 2009 at 9:00 a.m. pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.**

**Board members present were Chairman, David Duffy, Commissioners, Paul MacDonald, Jeff Hirsh, Patrick Butler, George Nee, Dale Venturini, Dave Gavitt and Jason Fowler.**

**Mr. Buonanno and Mr. Daugherty were unable to attend.**

**Also present were James P. McCarvill, Executive Director, Betty Sullivan and Kim Keough, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Tim Muldoon, Deb Tuton, and Nancy Beauchamp, SMG/RICC; Larry Lepore, Cheryl Cohen, Lisa D'Ercole and Eleanor SanAntonio, SMG/DDC; Steve Habi, VMA; Neil Schriever and Martha Sheridan; Tom Crocker, DDC/Sportservice; Joseph Solomen, House Policy Office; Lynn Singleton and Norbert Mongeon, PFM; Alan Chilli, PPAC, and Eileen Smith, Recording Secretary.**

**CALL TO ORDER**

**Chairman Duffy called the meeting to order at 9:03 a.m.**

## **APPROVAL OF MINUTES**

**Mr. Duffy entertained a motion to accept the minutes of the 325th meeting, February, 2009. Upon a motion duly made by Ms. Venturini and seconded by Mr. MacDonald it was unanimously VOTED: to approve the minutes as distributed**

**Mr. Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail. Mr. Duffy announced that the next meeting would be held on Wednesday, May 27th at 9:00 AM**

**Mr. Duffy reminded all Board Members to submit their forms to the Ethics Commission. Mr. Gavitt noted that every year he has problems with the form.**

**Mr. Duffy asked Mr. McCarvill to present the consolidated financial review. Mr. McCarvill noted that the VMA net income for the month of February was (\$15,780) to budget and year to date net income is \$9,189 to budget. Mr. McCarvill reported that the continued support of RICCA, Dunk and Convention Center sales and marketing teams are beginning to materialize. Mr. McCarvill reported that for the month of February, Convention Center net income was 40,524 to budget and \$269,876 to the prior year. Mr. McCarvill noted that the variance is the direct result of cost cutting measures and the timing of events. Mr. McCarvill noted that Year to Date Net Income was (\$477,509) to budget and (\$840,424) to the previous year. He said that the**

unfavorable variance in net income is the result of lower than expected food & beverage and parking revenue. Mr. McCarvill noted that management has taken appropriate actions to reduce costs and will continue to monitor all expenses. Mr. McCarvill reported that for the month of February the Dunkin' Donuts Center net income was positive \$150,793 to budget and (\$28,821) to the prior year. Mr. McCarvill was pleased to report that the Dunkin' Donuts Center had a great month. Mr. McCarvill stated that Year to Date Net Income was (\$131,382) to budget and positive \$122,797 to the previous year. He said that low attendance for events continues to contribute to the unfavorable variance. Mr. McCarvill said that management is committed to bringing new promoters and events to the Dunk that will be successful. Mr. McCarvill reported that net income for the Convention Center Authority for the month of February was (\$125,302) to budget and (\$75,187) to the prior year. Year to Date Net Income was (\$1,657,913) to budget and (\$1,514,739) to the prior year. Mr. McCarvill stated that the variance is mainly due to interest expense on the Swap. He said that the refunding will address the interest issue. Mr. McCarvill stated that consolidated net income for the month of February was \$66,015 to budget and \$165,868 to the prior year. Year to Date Net Income was (\$2,266,797) to budget and (\$2,232,359) to the prior year. Mr. MacDonald asked why the VMA is not included in the consolidated statement. Mr. McCarvill explained that we did not have accurate numbers for the prior year for the VMA.

**Mr. McCarvill reported that the bonds have been sold. The taxable portion was sold at a rate of 7 ½ % and the remaining non-taxable for approximately 5%. Mr. Duffy noted that we were very conservative. He said that it has been a terrible experience and that Betty and Jim have worked hard on this problem for more than six months.**

## **DUNKIN' DONUTS CENTER**

**Mr. Lepore reported that he sees some light at the end of the tunnel. He said that Indoor Car Racing was successful and the promoter would like to come back. Mr. Lepore noted that the participants travel with their families and the Hilton benefited from the two day event. Mr. Lepore stated that Lil Wayne had booked a rehearsal day prior to the concert. The P. Bruins have done a wonderful job of marketing and promoting their games. Mr. Duffy asked Mr. Lepore if he had any predictions. Mr. Lepore said that he did not because he predicted a Calder Cup victory that did not work out well. Mr. Lepore reported that Cirque du Soleil would be performing in July which is a difficult time for indoor events but the event will be heavily marketed by the promoters. Mr. Lepore announced that the Boston Pops will be back at Christmas time after an eight year absence.**

**Mr. Lepore reported that during the Mayor's Conference we will serve dinner to approximately 1,200 people. He said that there will be a mini circus going on around the guests. Mr. Lepore noted that this will be a great event for us and showcase what can be done in the**

building.

Mr. Gavitt noted that the men's Lacrosse Championship is being played at Gillette. He suggested that someone talk to the league officials to promote the Dunk. Ms. Sheridan stated that John Gibbons has been in contact with the NCAA. Mr. Gavitt said that Mike Goldberger, the Athletic Director at Brown University, might be a good place to start.

Discussions ensued regarding NCAA tickets to the 2010 first and second round games. Mr. Duffy said that the only way to get tickets was to respond to the e-mail that was sent by the NCAA. Mr. Lepore stated that we have no tickets.

Mr. McCarvill said that we are working through the issues with Track Seating and payment is being withheld until we are satisfied with the job. Mr. McCarvill noted that there are some problems with the lighted handrails on the exterior steps that are being addressed by City Lights and Gilbane is looking into a cause and solution for the cracks in the concrete in the lobby.

Mr. Duffy asked Mr. McCarvill to update the Board on the War Memorial and Public Art. Mr. McCarvill brought the Board's attention to the display of the Memorial's design. He said that Mr. Leach is working on an easement agreement from Berkley Investments, owner of the property at 15 LaSalle Square. Mr. McCarvill stated that

he hopes Spirit of America will dedicate the Memorial while they are here in September. Mr. McCarvill reported that the art that was selected for the Public Art project will be a park like setting on the land outside what will be the Dunkin' Donuts Store. Mr. Duffy said that he was pleased that the art would be on a piece of undeveloped land rather than inside the building.

Mr. Duffy asked Ms. Venturini and Ms. Keough to explain the process for choosing a firm for our web design. Ms. Venturini said that an RFP was issued followed by a conference call where all interested parties had an opportunity to ask questions. Mr. Hirsh stated that he was very impressed with the technical knowledge of Lisa D'Ercole and Alisa Batemen. Ms. Venturini said that the responses were carefully reviewed and three firms were invited to present their proposals. Ms. Keough noted that after the first interview only one of the three was eliminated and the remaining firms were asked to come back for a second time. The two firms, RDW Group and Nail were both qualified but the committee chose to recommend Nail Communications. Mr. Duffy asked how the fees be tracked. Ms. Keough said that billing review will be comprehensive and we will closely watch the budget. Mr. Duffy asked the name of the principal of the firm. Ms. Keough responded that she has had the most contact with Jeremy Crisp. Mr. Duffy stated that this contract is very important to Nail. Mr. Hirsh said that they were the most enthusiastic.

Ms. Venturini noted that we had national as well as local firms respond to the RFP. Mr. Nee said that it is great that a local company

is part of the creative knowledge economy. Ms. Venturini stated that the process was fair and balanced. Upon a motion duly made by Mr. Hirsh and seconded by Mr. Gavitt it was unanimously

**VOTED:** to select Nail Communications to design the web site for the complex.

Due to scheduling conflicts necessitating the departure of Mr. Nee and Mr. Butler, Mr. Nee made a motion seconded by Mr. Butler to adjourn. It was unanimously

**VOTED:** to adjourn at 10:00 AM

Mr. Nee and Mr. Butler departed at 10:02 AM, at which time a quorum was not present.

Mr. Duffy stated that discussions would continue but no official business would take place.

Mr. Muldoon reported on upcoming events. The So Fresh so Clean Custom Car Show will be here in August.

Mr. Duffy suggested that Cirque du Soleil performers participate in the Bristol Fourth of July festivities. Mr. Lepore said that Spirit of America will do the Bristol Parade.

Ms. Sheridan stated that she is taking part in a national campaign

**Meetings Mean Business to change people's perception regarding meetings and trade shows. She noted that because of the economy and bail outs the public sees these gatherings as a wasteful use of funds. Ms. Sheridan stated that people fail to recognize that a whole industry depends on the convention, meeting and trade show business.**

**Ms. Sheridan noted that there is talk of the Legislature reducing the funding for the CVB. She said that her organization could not compete with other locations if that were to happen.**

**The meeting ended at 10:15 AM**